

The logo for Vincit, featuring a stylized 'v' followed by the word 'incit' in a bold, black, sans-serif font. The logo is positioned over a background of three thick, wavy, overlapping bands in blue, orange, and green.

**We turn digital into business results**  
by combining leading enterprise platforms, AI  
solutions, and human-centric design.

# Vincit Today

# 500

Vincitizens  
& Partners

# 69 M€

Revenue

# 300+

Customers

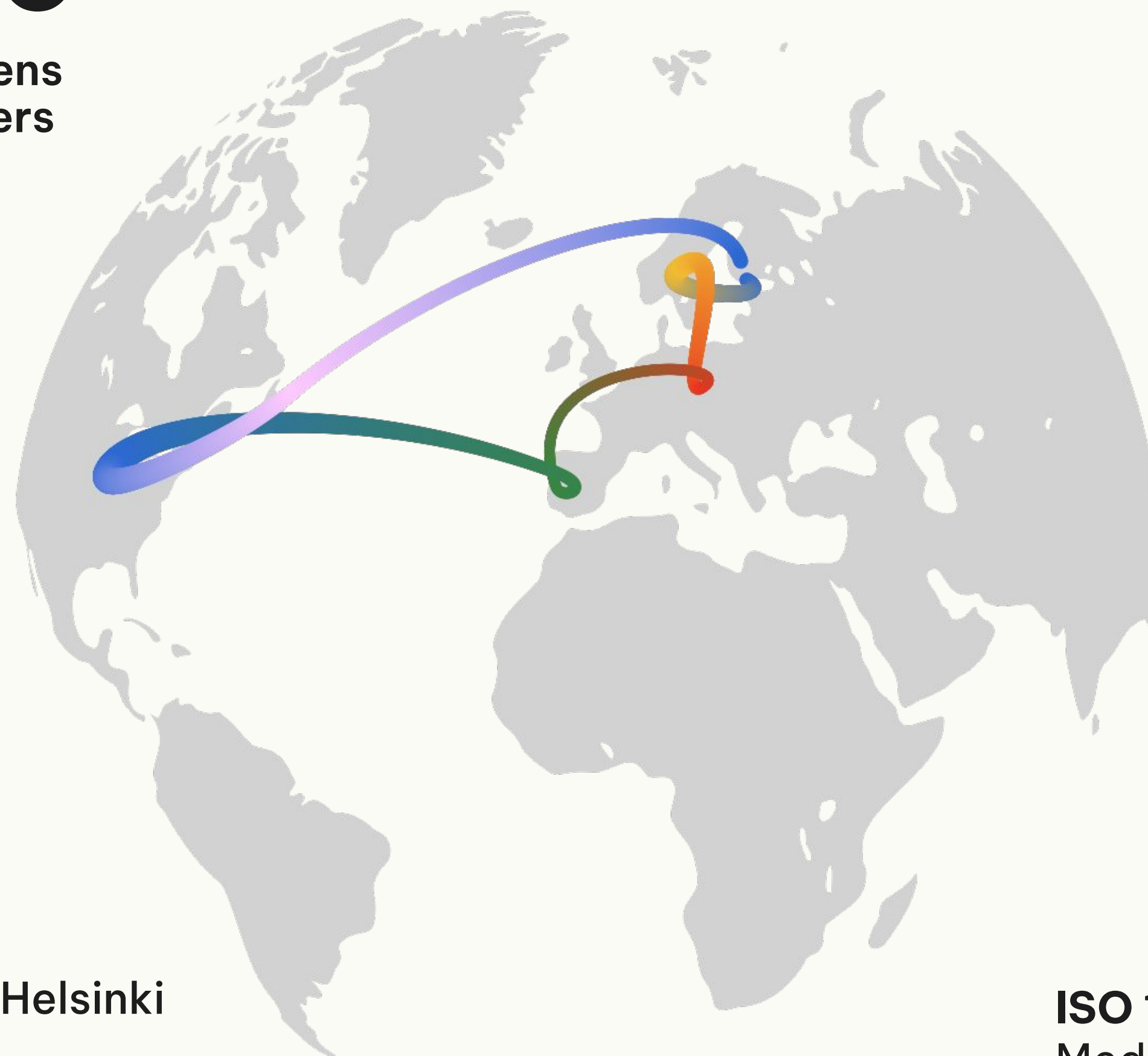
# 4X

Best Place to  
Work in Finland

Markets  
FINLAND  
SWEDEN  
USA

Talent sites  
POLAND  
PORTUGAL

2016  
Listed First  
North OMX Helsinki



**ISO/IEC 42001:**  
Artificial Intelligence  
Management System

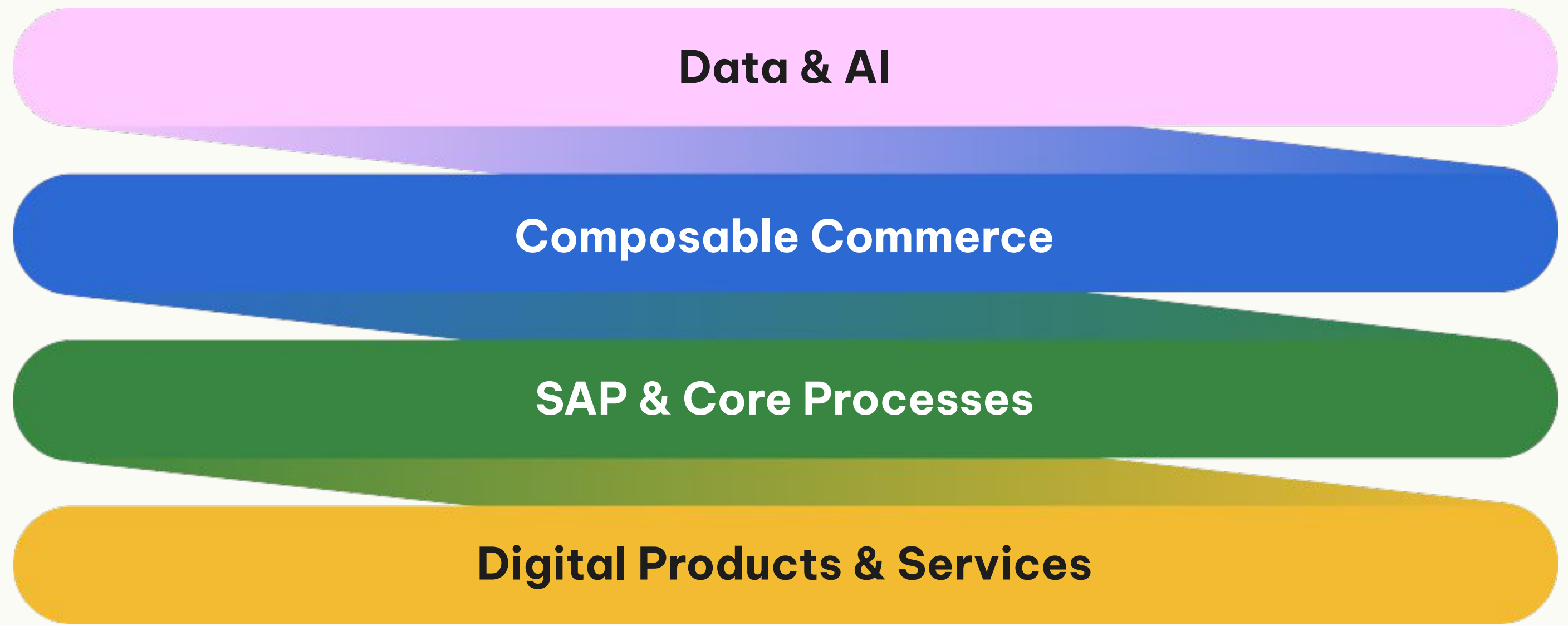
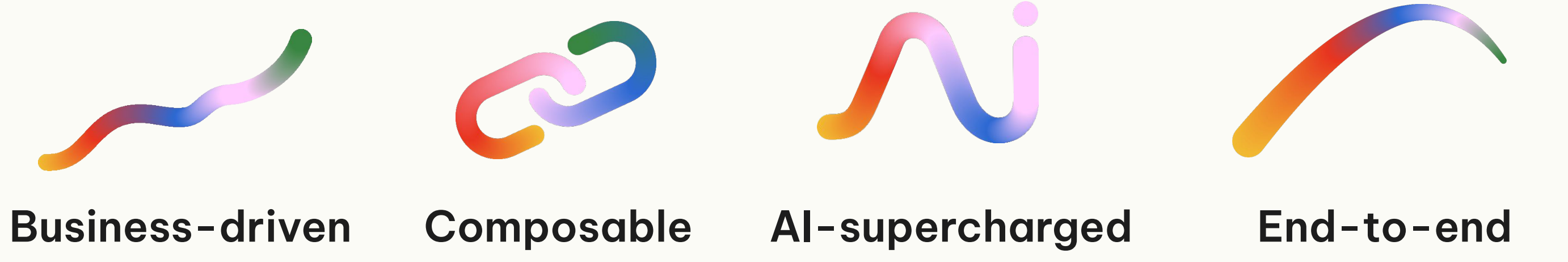
**ISO 9001:**  
Quality Management

**ISO/IEC 27001:**  
Information Security  
Management

**ISO 13485:**  
Medical Devices



# Our approach and offering



## Implementing intelligence in the entire digital value chain

Most AI initiatives fail because AI never reaches the core of the business, but stays in pilots.

We at Vincit help you identify the high-impact areas and turn AI into measurable business value through agentic AI for ERP and commerce, and tailored AI solutions – using Microsoft and SAP as native platforms.

Our strength is end-to-end expertise and execution: trusted data foundations with Microsoft Fabric and Azure, agentic AI inside SAP and digital channels, and AI-driven development that cuts time-to-market by up to 50–90%.

Vincit is also the first Finnish company with accredited ISO/IEC 42001: Artificial Intelligent Management System certification.

**We help you move beyond AI experiments. Potential is great, but profit is better.**

# Empowering AI-native businesses



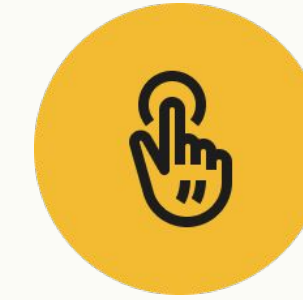
## Agentic AI for ERP

Embed AI across the SAP ecosystem and core processes to turn data into autonomous operational intelligence.



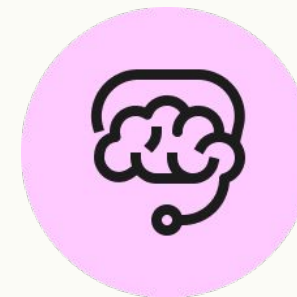
## Agentic AI for commerce

Elevate sales operations with AI - from data enrichment and complex quoting to personalized customer experiences.



## Tailored AI solutions

Turn new AI enabled business opportunities into intelligent product capabilities and new revenue streams.



## AI-driven development and operations

Orchestrate autonomous agents across the entire software lifecycle—from strategic planning to code generation and AI Ops—to multiply productivity, quality, and time to market.

## Our Customers



SSAB

iLOQ



FINNAIR



TIBNOR



Metso



FISKARS  
EST. GROUP 1649



RUUKKI



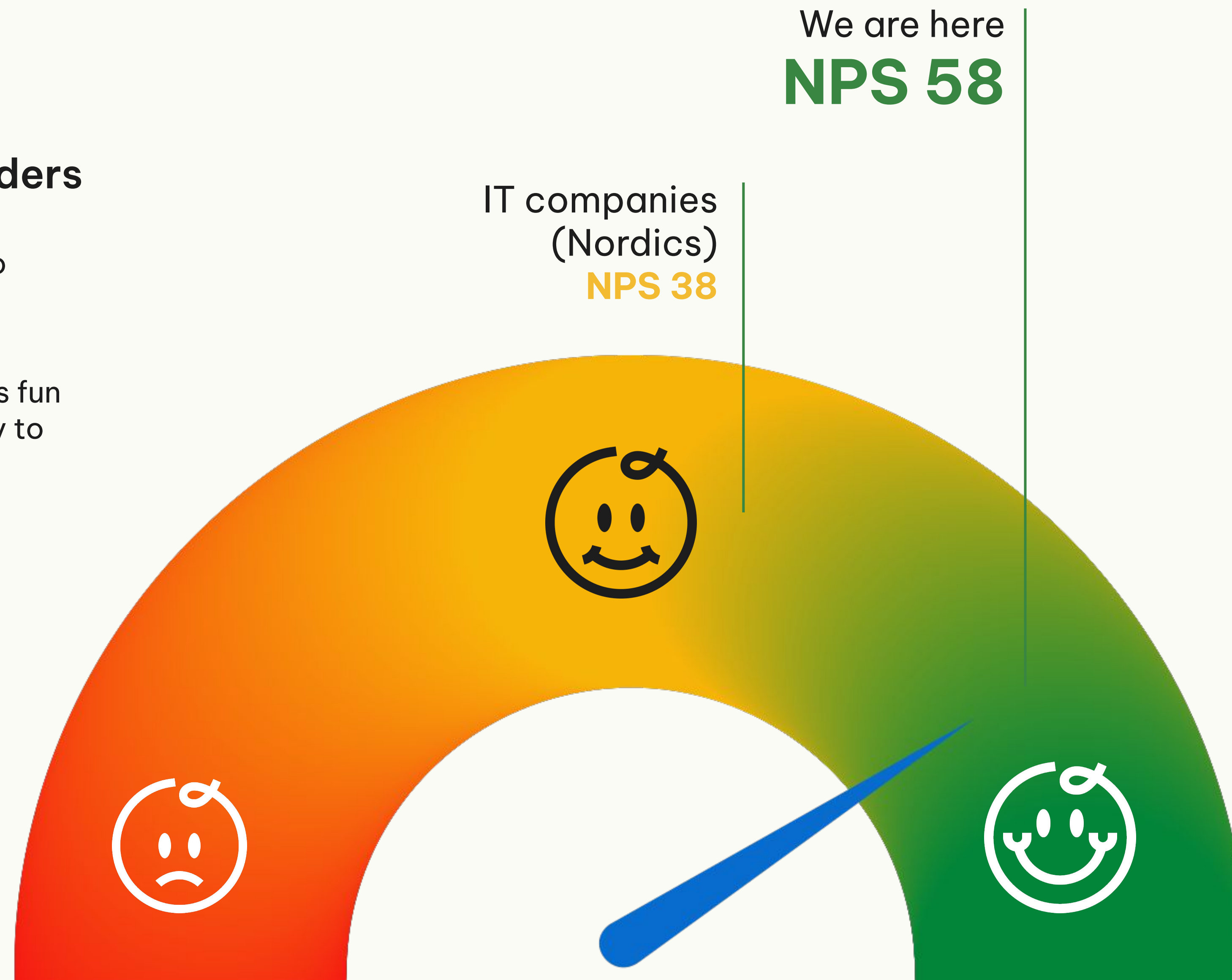
onninen

SULZER

## Collaboration works wonders

Our customers share our ambition to create the best possible business results.

It doesn't hurt that working with us is fun as well and our customers are happy to recommend us.



## Do you care about international quality standards? We do.

ISO isn't just another cryptic acronym in the business world. It represents the [International Organization for Standardization](#), an independent, non-governmental organization that develops and publishes a wide range of proprietary, industrial, and commercial standards. [Read more on our website.](#)

### ISO/IEC 42001: Artificial Intelligence Management System

On April 11, 2026, Vincit became the first Finnish company to hold an accredited ISO/IEC 42001 certification. The certification provides a structured framework for organizations to develop, provide, or use AI systems responsibly and effectively.

The ISO/IEC 42001 standard also helps Vincit and our clients to be prepared to meet the requirements of the EU AI Act regulation, and proves that our ways of working meet the industry best practices.

### ISO 27001: Information Security Management

As of May 7, 2025, Vincit is officially certified under ISO/IEC 27001:2022, the globally recognized standard for information security management systems (ISMS).

This certification underscores our commitment to ensure the confidentiality, integrity, and availability of data—throughout the lifecycle of every solution we use, develop and deliver.

### ISO 9001: Quality Management

Since 2009, Vincit has been proud to hold ISO 9001 certification. Our ISO 9001:2015 certification encompasses our software development services, ensuring compliance with international quality standards and meeting both customer and regulatory requirements.

### ISO 13485: Medical Devices

The ISO 13485:2016 certification highlights our dedication to the highest standards in medical software design and development.

This certification includes embedded software for medical devices, as well as standalone and cloud solutions for the health tech, pharmaceutical sectors, and healthcare providers.

# Agentic AI for ERP

Embed AI across the SAP ecosystem and core processes to turn data into autonomous **operational intelligence**.

## AI-ready ERP architecture

Build a secure data foundation and connected environments that bridge the gap between core ERP systems and modern AI.

- Fast innovation cycle
- Higher security and reduced risks
- Connected ecosystems

## Intelligent workflows

Modernize by embedding AI into workflows to clear bottlenecks, automate tasks and turn ERP data into future-looking intelligence.

- Full data transparency
- Faster, smarter business insights
- Accelerated cash flow
- Measurable ROI

## Agentic operations

Deploy AI agents to automate operations and unify data across the organization, clearing the path for faster innovation.

- Smarter resource allocation
- Future-proof operating model
- Faster business growth

# Agentic AI for Commerce

Elevate sales operations with AI – from data enrichment and complex quoting to personalized customer experiences.

## Commercial data intelligence

Use AI agents to automatically clean and enrich product and customer data, ensuring it is "agent-ready" for discovery across AI networks.

- Faster time-to-market
- Maximum visibility in AI-led search
- Reliable data control
- Higher lifetime value

## Automatic operations

Orchestrate high-volume transactions and manage complex processes smoothly, removing manual steps to keep operations flowing.

- Increased efficiency
- Optimized margins and volume tiers
- Scalable machine-to-machine trade

## Agentic commerce experience

Empower customers to navigate seamless journeys from first spark to final purchase, using AI to personalize every step and help sellers maximize growth.

- Higher conversion and basket size
- Smart guided purchasing
- Long-term customer engagement

# Tailored AI solutions

Turn new AI enabled business opportunities into intelligent product capabilities and new revenue streams.

## AI-driven workflows

Embed autonomous agents across the software development lifecycle—from planning through delivery – to multiply productivity and quality.

- Increased productivity
- 50%+ faster time-to-market

## Context-aware AI systems

Build AI systems that reason over deep context—from knowledge bases to user interactions—to collaborate with users and customers.

- Up to 90% efficiency gains  
Accelerated, precise decisions
- Superior user engagement

## Optimization and growth

Scale for growth by securing automated operations through AI-driven lifecycle management.

- Cost effectiveness
- Continuous optimization
- Higher security and reduced risks
- Measurable ROI

# Selected references

28.4.2026

# Achieving 70% automation by applying Agentic AI in spare parts sales

Vincit built customized AI agent workflow that automate order intake, improve data quality, and integrates into existing S/4HANA business processes for a large, global enterprise.

## WHY THIS MATTERS

### Higher data integrity

Drastic reduction in manual entry errors and processing bottlenecks.

### Strategic focus

Automation allows teams to shift from repetitive data entry to high-value customer service and insights.

### Faster fulfillment

Speed and accuracy directly translate to higher customer satisfaction.

## HOW IT WORKS

### Intelligent orchestration

Agentic workflows manage the structured sales document lifecycle.

### Data contextualization

LLMs understand spare parts data and automatically correct errors.

### SAP integration

Combining AI capabilities and SAP Integration Suite for high-volume, industrial-grade process automation.

## BUSINESS IMPACT

### Currently 70% automation rate

Previously, 60,000 annual spare part orders required hundreds of back-office staff to process.

### Accelerated throughput

Processing time from days to seconds.

### Process harmony

A single, unified workflow for multiple sales channels.

### Risk mitigation

Improved accuracy and automated verification of complex orders.

## METSÄTILAT

# Using AI to create a smart pricing tool for forest and rural properties

Metsätilat is Finland's most popular marketplace for forest and rural properties. They wanted to create an easy-to-use online tool that would allow owners to estimate the value of their property. Vincit helped Metsätilat create the entire [Hintakompassi](#) service, from concept and UI to machine learning models and integrations.

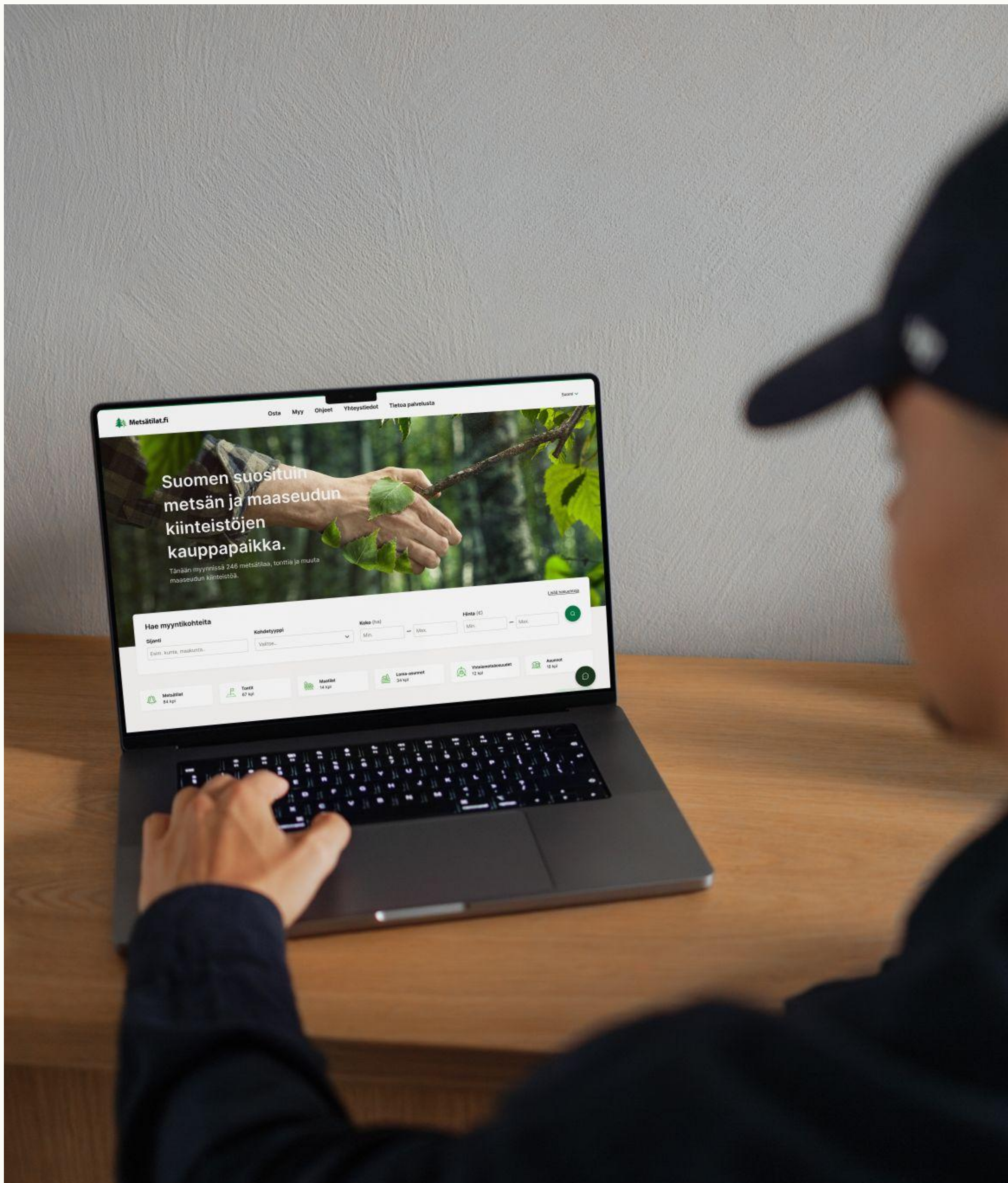
By combining Metsätilat's proprietary historical sales data with public forest resource records, Vincit built a machine learning model capable of analyzing complex variables like tree species, soil quality, and accessibility. The project moved from a discovery phase and user interviews to a fully integrated web application, ensuring the complex backend was masked by a simple, intuitive user interface.

The resulting service provides customers with immediate, reliable price estimates via email, bypassing the typical multi-week wait for expert visits. In its first eight months, Hintakompassi successfully processed 71 orders with zero reclamations, proving that AI can deliver expert-level accuracy while significantly accelerating the sales funnel.

### WHAT THE CUSTOMER SAYS

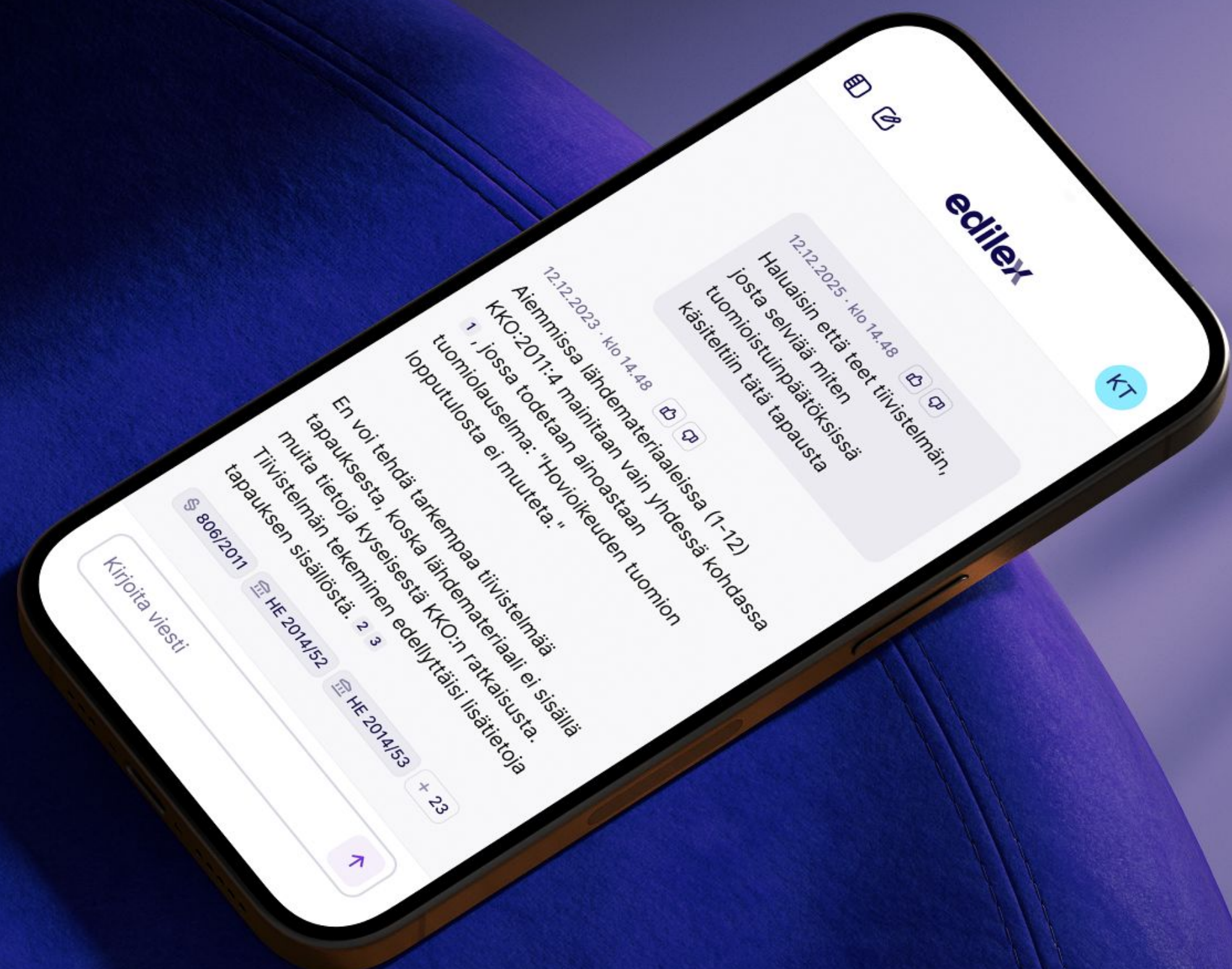
“This was a very good process and we worked in an agile and fluent way. I'm pleasantly surprised at how quickly Vincit was able to get this project done. We can now offer a unique tool to serve our customers in the best way possible and I feel that Vincit was able to use AI in a smart way to create a reliable solution.”

– Esa Viitarinne, CEO/ Metsätilat





**Grand One 2026 winner:**  
Best Use of AI or Other New Technology



## EDILEX

# The transformative AI paralegal for better justice

Alma Media's Edilex Lakitieto legal information service serves 95% of Finnish lawyers, but the keyword lottery of manual research remained a major bottleneck. In partnership with Vincit, we developed Edilex AI to shift the profession to an ask-and-verify model.

By implementing a custom RAG pipeline with semantic data chunking, we created a zero-imagination assistant architecturally forbidden from answering outside of verified sources. This model-agnostic engine allows for seamless swapping of LLM, ensuring the tool stays at the technological forefront while maintaining 100% reliability for high-stakes legal work.

## WHAT THE CUSTOMER SAYS

"Edilex AI has transformed the 30-minute research grind into a seconds-long, seamless experience. By combining the ease of generative AI with the reliability of Alma's verified legal databases, we've created a tool where every answer is instantly verifiable. It has not only revolutionized our users' workflows but also significantly grown our business by increasing the value we provide to our customers."

– Altti Mieho, Business Manager, Edilex / Alma Media Finland

## SERVICES

Generative AI  
Business design  
Service design  
UI & UX Design  
Data science

## RESULTS

Up to 90% efficiency gain  
+100% monthly user growth  
Better justice

## INNA

# AI-powered rental pricing tool

INNA (formerly Retta Management) is introducing a price setting tool for large rental portfolios built entirely in Fabric and Power BI. The tool includes an AI and machine learning price prediction model as well as a Power BI writeback feature allowing live collaboration between users. Designed and developed by Vincit, the tool enhances collaboration among leasing agents and portfolio managers by providing accurate, up-to-date rental price suggestions as well as an interface to collaborate and set prices.

The solution is developed entirely within Microsoft Fabric ecosystem using a medallion style ETL pipeline on top of Delta Tables and Spark, and a "Price Prediction" machine learning model trained, scored and deployed within Fabric as well as the Power BI frontend. The integrated nature of Fabric allows for low-barrier development and collaboration between developers and components as well as data governance and lineage control via Microsoft's OneLake.

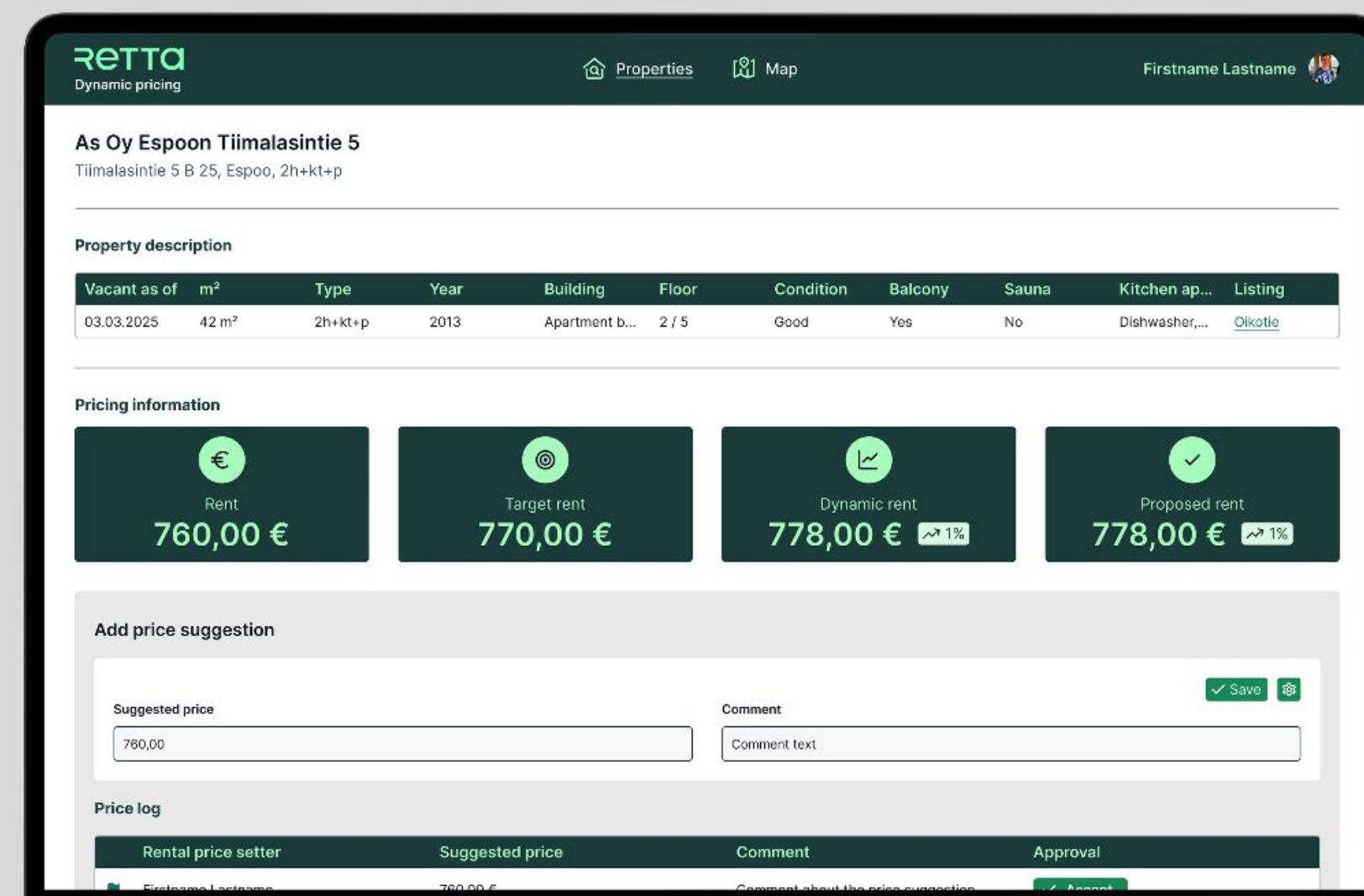
## SERVICES

- Software Development & Engineering
- Data & Analytics
- Business & Process Integration
- Service Design
- UX/UI Design

## RESULTS

- Disruption in rental housing pricing – competitive edge for INNA
- Improved Decision-Making
- Real-Time Pricing Model

Coverage in Finnish media: <https://www.talouselama.fi/uutiset/a/db59e83a-3be2-45c8-b11f-994f4c6d682a>





## The Guides and Scouts of Finland

# Transforming membership services with AI-driven development

Vincit partnered with The Guides and Scouts of Finland to completely renew their business-critical membership registry, serving over 100,000 members. The legacy solution, burdened by years of complex customizations, had become difficult to maintain and hindered user experience. We are implementing a fully **tailored solution** built on a Microsoft technology stack, including **Azure**, **.NET**, and **Azure SQL**, to reduce administrative overhead and eliminate expensive license fees.

The project stands out for its systematic integration of AI agents into the daily development workflow. By using **Cursor IDE** with custom project rules and **GitHub Copilot**, AI acts as a peer that adheres to the project's specific architecture and coding conventions. Automated "skills" handle multi-stage workflows – such as updating translations across the stack or fixing E2E tests – allowing developers to focus on high-value expertise while ensuring a future-proof, high-quality digital service.

### WHAT THE CUSTOMER SAYS

"Vincit's team has the ability to challenge our existing processes and bring new perspectives to the project. Additionally, our values meet well regarding AI tools, and we have found responsible and secure ways to utilize AI in the project. Working with Vincit has been very smooth and we can definitely recommend them to others."

– Antti Aura, IT Manager, The Guides and Scouts of Finland



## Quattro Lining

# Using AI-driven development to digitalize real estate maintenance

Vincit partnered with Quattro Lining to turn "dark data" into a growth engine by building PTS-Kompassi, an algorithm-based forecasting service for housing company drain maintenance.

Using an AI-driven development approach, we took this from idea to a commercial product in just three months. To achieve this speed, we utilized Cursor AI and Model Context Protocol (MCP) to bridge design and code directly from Figma, while CodeRabbit provided automated AI code reviews to ensure high quality. The service now helps Quattro Lining scale by connecting with approximately 90,000 housing companies across Finland.

### WHAT THE CUSTOMER SAYS

"With Vincit, when the 'go' button is pressed and the process starts, it has a clear goal, deadlines are met, and things get finished on budget – thanks to their AI-driven development approach."

– **Antti Hukkanen, CEO, Quattro Lining Oy**

### SERVICES

AI-driven development  
Digital product strategy  
UI/UX Design  
Data-driven algorithms

### RESULTS

From idea to production in 3 months  
Predictable, on-budget delivery  
Easy-to-use online purchasing



## Edule

# Developing a digital solution in half the time with AI agents

Edule is a Finnish startup revolutionizing pedagogical planning with their Atom web service. To bring their vision to life, Vincit employed an AI-driven development approach, performing 90% of the coding via AI agents under expert oversight. This strategy allowed us to deliver 6 months of traditional development work in just 3 months, significantly reducing costs and accelerating Edule's time-to-market.

The resulting platform automates curriculum alignment, simplifies lesson planning, and enables seamless collaboration between educators. By bridging business needs with agentic AI, we ensured a high-velocity launch without compromising on the complex architectural precision required for a national-scale teaching tool.

### WHAT THE CUSTOMER SAYS

“Vincit listened to us throughout the project and we had a constant dialogue to make the site better. We agreed to use AI-driven development to create our solution quickly, but still have a great product in the end that teachers would want to use.”

**- Terhi Mäkelä and Mari Nieminen, Edule Founders**

### RESULTS

6 months of work completed in only 3 months  
 90% of coding performed by AI agents under expert oversight  
 Easier curriculum-based, collaborative pedagogical planning

A Nordic hospitality operator

## Modernizing commercial performance: An AI strategy partnership

Our partnership with this leading Nordic hospitality operator focuses on the systematic development of AI-driven concepts to modernize commercial performance.

Using a Lean business development model, we transform strategic goals—specifically increasing the efficiency and quality of planning and field work—into actionable AI hypotheses.

By embedding a lead expert on-site, we've built a “garage-to-scale” engine that prioritizes business needs and evaluates technical feasibility in real-time. This structured approach allowed us to identify and prioritize the most impactful AI use cases, moving rapidly from initial hypotheses to the development of two high-priority Proof-of-Concept (PoC) solutions designed to improve operational excellence and commercial results.

